

# **EXHIBIT 12**



# Java Business Update Oct 27th, 2009

**Neal Civjan**  
Vice President

**Vineet Gupta**  
Chief Technology/Strategy Officer

**World Wide OEM Software Sales**



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UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA
<b>TRIAL EXHIBIT 9133.1</b>
CASE NO. 10-03561 WHA
DATE ENTERED _____
BY _____
DEPUTY CLERK

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**Vice President  
 WW OEM Software Sales  
 Neal Civjan (CA)**

**Project Coordinator  
 Christina Lucke**

**Director  
 WW SE's /CTO  
 Vineet Gupta (CA)**

\* See SE Org Chart Pg 2

**APAC Sales Dir  
 James Lee**

**Americas Sales Dir  
 Lino Persi**

**Japan Sales Dir  
 Norio Gokita**

**EMEA Sales Dir  
 Geoff Morton (UK)**

**WW Strategic Sales Manager  
 Telco/Product Leaders  
 & Channels  
 Richard Gee**

**Director NA  
 MySQL OEM Sales  
 Joe Pendleton**

**Min Yeo - Admin**  
 Murphy Chen, (Taiwan)  
 Hank Chen, (Taiwan)  
 Sharon Tang, (China)  
 Qing Tang, SR (China)  
 Alex Yuan, (China)  
 Wayne Cheung, (China)  
 DoHyung Kim (KR)  
 Jong Hyeok Lee, (KR)  
 Kei Lee (KR)  
 Namki (Chris) Koo (KR)  
 Heejung Oh, (KR)  
**Thomas Sung (KR)\***  
 Bonny Warjri (India)

Tim Bardwell, (CA)  
 Jeff Bartlett, (NY)  
 Margaret Casey, (DC)  
 Leo Cizek, (CA)  
 Laura Egley, (CA)  
 Lauren Jarrae, (FL)  
 Kevin Kaine, (IL)  
 Timothy Kay, (MA)  
 Tom Kosturos, (CA)  
 Robert Mangin, (TX)  
 Brian Rice, (CA)  
 Paulo Riskalla (Brazil)  
 Robert Rogers (MA)  
 Brian Samms, (AZ)  
 Glenn Terry, (CA)

**John Bates (ME)  
 Art Glazer (IL)**

**Satoko Miyakoshi - Admin**  
 Kaori Shida - Sales Support  
 Kazumasa Goto, SR  
 Toshihiro Kohgo, SR  
 Yuko Misawa, SR,  
 Yo Ohara, SR  
 Koji Yamada, SR

**Masahide Maekawa, Mgr**  
 Akiko Ueno SR  
 Yasufumi Otsuka, SE  
**Yuka Beppu\* - Sales Spt**  
 \*not in HC

**Japan SEs - AAR to V. Gupta**  
 Akihiko Kusanagi, SE  
 Mitsuru Sasanuma, SE  
 Kazuchika Sekiya, SE  
 Koji Uno, SE

Niklas Astrom (Sweden)  
 Torbjorn Beite, (Sweden)  
 Leo Bots, (Netherlands)  
 Margot Wik, (Finland/Nokia)  
 Marc Maathuis, SR - (France)  
 Richard Miedzinski (France)  
 Robert Mayer (Germ/Siemens)  
 Andreas Schroeder, (Germany)  
 Lee Desborough (UK)  
 Ian Sharratt (UK)  
 Rhian Sugden (UK)  
 Jill Anolik, SR (Israel)

**Strategic Initiative Drivers**

Keith Lambert (CA)  
 Rupinder Rai, (CA)  
 Mike Ringhoffer (IL) (HQ)  
 Ken Santoro, (CA)

**Strategic Acct Mgrs**

John Bates, (CT)  
 Andrew Beairsto (Canada)  
 Laurent Gayral (France)  
 Arthur Glazer, (IL)  
 Yue (Danny) Yang, (China)  
 Land Tao, (China)

**Niklas Astrom (Sweden)  
 Margot Wik, (Finland)  
 Robert Mayer (Germany)**

Cindy Holteen (Bay area)  
 Rich Nigro (Bay area)  
 Mick Jovich (Bay area)  
 Daniel Dolce (Austin, TX)  
 Uwe Lieckfeldt (S. Cal)  
 Robert Wilcox (Bay area)

**Mark Rubin - Manager**  
 Patti Curtin (Boston)  
 Paul Gerlach (New York)  
 Jon Clarke (Atlanta)  
 Mike Radencich (Toronto)

**Current Headcount including SEs**

<b>Regular Employees</b>	<b>133*</b>
<b>OSS Open Reqs</b>	<b>0</b>
<b>Total OSS HC - with reqs</b>	<b>133</b>
<b>Non HC - Contractors (purple)</b>	<b>1</b>

\* includes Tom Sung who is funded by GSS team

\*not in OSS HC

Director Reports

**Dotted Line**

<b>Operations</b> Robert Bruckstein	<b>Legal</b> Mark Wayne	<b>Finance</b> Juliet Belko & Ed Senteno	<b>HR</b> Mariah Giovanetti
<b>Collections</b>	<b>Compensation</b>	<b>Order Ops</b> Arlene Lajeunesse	

**OSS COVERAGE MODEL URL: <http://mysales.central/public/oem/coverage.html>**

OEM Software Sales Q2 FY10

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Last Updated 10/20/09

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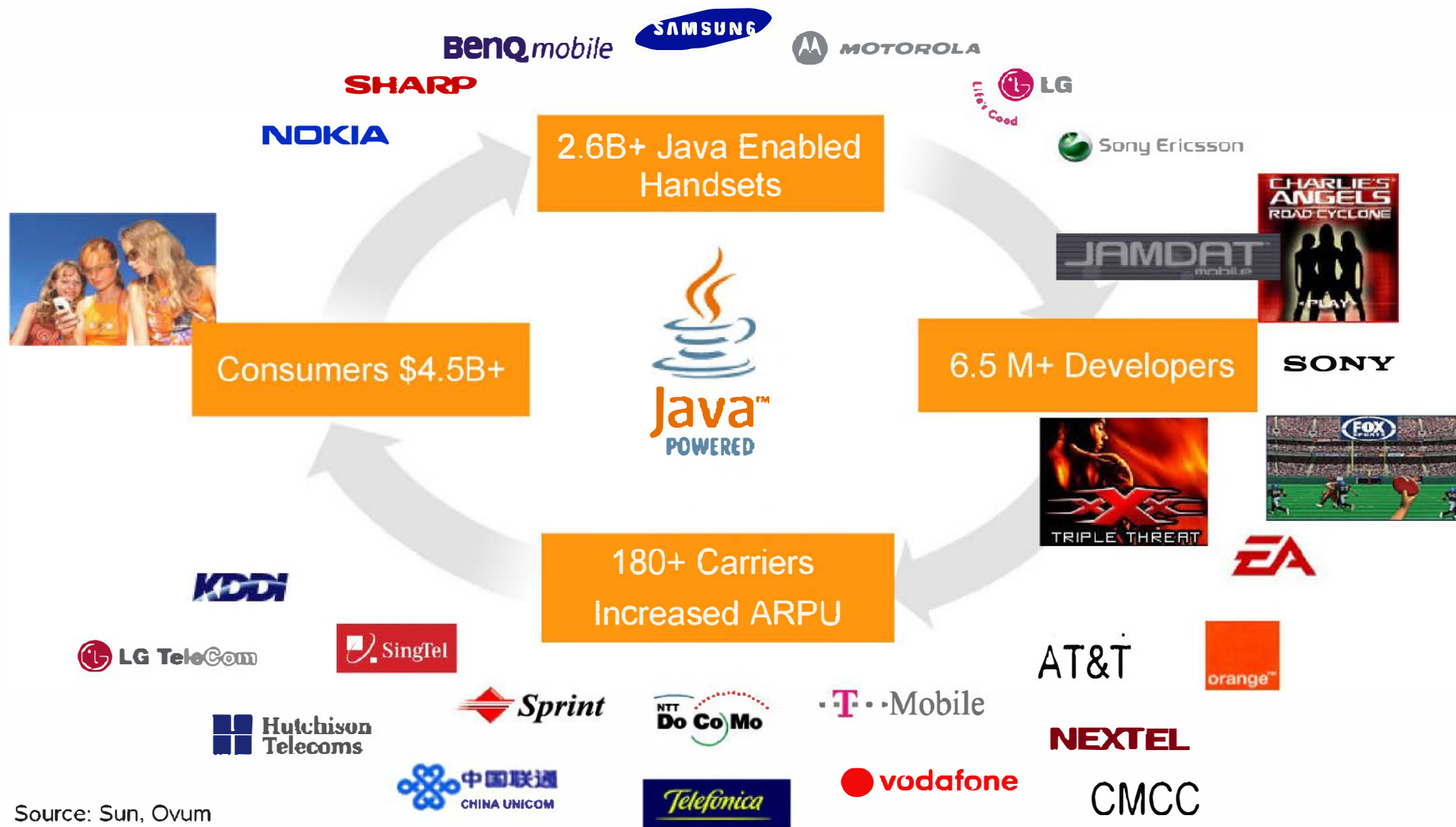
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# Java Landscape Today



- 2.6B Java-enabled mobile devices
  - 85% of all mobile devices
- 5.5 B Java Cards
- 40M+ Java-enabled TV devices
  - 7M+ Java powered Blu-Ray players
- 840M total Java desktops
  - (91% of internet-connected PCs)
- 48M downloads of the JRE in May 2009
  - 14M new installs
- 52% of Developers in the US use Java
  - Up from 47% in 2008
- 6.5M+ Java developers worldwide

# Eco-system Opportunities – e.g. Mobile



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